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100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF ~~RECEIVED~~ PRIME CONTRACT AWARDS

FISCAL YEAR 1976

DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS
AND CONTROL

**100 LARGEST DEFENSE CONTRACTORS
AND THEIR SUBSIDIARY CORPORATIONS**

FISCAL YEAR 1976

**ISSUED ANNUALLY BY
DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS
AND CONTROL
22 November 1976**

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS
LISTED ACCORDING TO NET VALUE OF MILITARY
PRIME CONTRACT AWARDS

FISCAL YEAR 1976

Department of Defense military prime contract awards of \$10,000 or more for research and development, services, construction, and supplies and equipment awarded during fiscal year 1976 totaled \$42.0 billion, \$1.1 billion more than in fiscal year 1975. Large awards for aircraft, missile and space systems, electronics and communication equipment, and ships which are dominated by large contractors resulted in 69.0% of total procurement being awarded to 100 companies which, together with their subsidiaries, received the largest dollar volume of prime contracts of \$10,000 or more.

The top 100 companies received \$28.9 billion in defense prime contracts during fiscal year 1976 or 69.0% of the \$42.0 billion awarded to all companies. In fiscal year 1975, the top 100 companies received \$27.1 billion or 66.3% of the volume of all awards. The table shows that the first five companies received 19.1% of the total received by all companies in fiscal year 1976, compared with 19.0% during fiscal year 1975. The largest company in fiscal year 1976 received awards totaling almost \$2.5 billion compared with \$2.1 billion for the largest company in fiscal year 1975. To get on the list in fiscal year 1976 required \$42 million in awards, as opposed to \$44 million in fiscal year 1975.

PERCENT OF TOTAL

<u>COMPANIES</u>	<u>FY 1973</u>	<u>FY 1974</u>	<u>FY 1975</u>	<u>FY 1976</u>
1st	5.1%	5.2%	5.1%	5.9%
2nd	4.3	4.1	3.8	3.6
3rd	3.7	3.7	3.4	3.5
4th	3.5	3.4	3.4	3.2
5th	2.8	3.3	3.3	2.9
1-5	19.4%	19.7%	19.0%	19.1%
6-10	11.2	12.3	13.1	12.3
11-25	16.5	16.4	14.8	17.0
1-25	47.1%	48.4%	46.9%	48.4%
26-50	10.1	10.3	10.8	11.7
51-75	5.7	5.4	5.5	5.5
76-100	3.2	3.1	3.1	3.4
1-100	66.1%	67.2%	66.3%	60.0%

Thirteen contractors who did not appear on the list last year are among the top 100 companies this year. Of these, one appears in position 24, one in position 31, one in position 42, and the balance between positions 52 and 100.

Companies Listed in FY 1976
But Not in FY 1975

Beech Aircraft Corp.
Bethlehem Steel Corp.
Blake Construction Co., Inc.
Briscoe Frank Co., Inc.
City Investing Co.
Congoleum Corp.
Hewlett Packard Co.
Kaiser Industries Corp.
Morrison-Knudsen Co., Inc.
Saturn Airways, Inc.
Sun Co., Inc.
Todd Shipyards Corp.
Webb Del E. Corp.

Companies Listed in FY 1975
But Not in FY 1976

Ashland Oil, Inc.
Caterpillar Tractor Co.
Clabir Corp.
Continental Oil Co.
National Presto Industries, Inc.
Norris Industries
Ogden Corp.
Shell Oil Co.
System Development Corp.
Towne Realty Woerfel Corp., ETAL, JV
Uniroyal, Inc.
Vinnell Corp.
Xerox Corp.

Of the 87 companies appearing on the list in both fiscal year 1975 and fiscal year 1976, 37 advanced their position, 47 are in a lower position, and 3 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

The dollar volume of DoD prime contracts awarded to McDonnell Douglas Corp. increased by nearly \$1.1 billion over fiscal year 1975. This was the largest dollar change occurring and moved this company up in rank from fourth position in fiscal year 1975 to first place in fiscal year 1976. Other companies with large dollar volume increases were: Northrop Corp., Tenneco, Inc., FMC Corp., and Rockwell International Corp. Contract awards to Northrop Corp., which went from twelfth to third place increased by \$860 million while each of the other aforementioned companies increased by \$526 million, \$273 million, and \$234 million respectively.

In addition to McDonnell Douglas Corp., other companies with major position changes were: Harsco Corp. which went from 61st place to 37th; FMC Corp. from 40th to 18th; Pacific Corp. from 64th to 44th; Gould, Inc. from 53rd to 91st; Dupont E. I. De Nemours & Co. from 57th to 83rd; Santa Fe Engineers, Inc. from 43rd to 68th; and Titan Group, Inc. from 47th to 72nd.

Other changes concerning companies on the fiscal year 1976 list were the name changes of LTV Aerospace Corp. to Vought Corp., and Bath Industries, Inc. to Congoleum Corp.

Although the contract work of many companies on the list include more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards; for example, International Telephone and Telegraph Corp. is a multi-industry company producing electronic and communications equipment, and industrial and consumer products. For this table it is assigned to "Electronics", the procurement category accounting for its largest dollar volume of DoD contract awards. On this basis, companies producing "Aircraft" and "Ships" each increased by four, while companies producing "Tank Automotive, Ammunition, and Electronics" each decreased by three.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1975</u>	<u>FY 1976</u>	<u>Change</u>
Aircraft	14	18	+4
Missiles	12	14	+2
Ships	4	8	+4
Tank Automotive	7	4	-3
Ammunition	11	8	-3
Electronics	20	17	-3
Services	11	10	-1
Construction	4	6	+2
Petroleum	15	13	-2
Subsistence	1	1	-
All Other	1	1	-

During fiscal year 1976, seven companies received prime contract awards totaling \$1 billion or more. Of the companies in this group, Northrop Corp. showed the most significant change from last year, moving up from twelfth to third position. The seven companies and a brief description of their work being performed for the DoD are as follows:

McDonnell Douglas Corp., in fourth place last year, heads the list this year with \$2.5 billion, or 5.9% of the total. This was an increase of almost \$1.1 billion from fiscal year 1975. Major contracts were for the F-15 Eagle, F-4 Phantom, A/TA-4 Skyhawk aircraft, Dragon and Harpoon missiles and R&D for Site Defense, and the F-18 Fighter Prototype.

Lockheed Aircraft Corp., in first place last year, moved to second position this year with \$1.5 billion, or 3.6% of the total. This was a decrease of \$570 million from fiscal year 1975. Major contracts were for the Trident, Poseidon and Polaris missiles, S-3 Viking, C-130 Hercules, P-3 Orion aircraft, and space vehicles.

Northrop Corp., in twelfth place last year, moved to third position this year as the volume of contracts awarded rose by \$860 million. Total awards received by this company during fiscal year 1975 amounted to \$620 million or 1.5% of the total. Major contracts were for the F-5 Freedom Fighter, electronic equipment for the F-15 Eagle, Hawk missile, R&D for the advanced ICBM, and other operational systems development.

General Electric Co., in seventh place during fiscal year 1975, rose to fourth place this year with awards of \$1,347 million or 3.2% of the total. Major awards were for the J-85 turbojet and TF-34 turbofan engines, Trident and Poseidon missiles, and R&D for the Utility Tactical Transport Aircraft System (UTTAS).

United Technologies Corp. moved from third to fifth place as contracts received in fiscal year 1976 were \$174 million less than in fiscal year 1975. The company's major contracts were for the F-100, TF-30, TF-33, and J-57 and the J-75 aircraft engines.

Boeing Co., in second place during fiscal year 1975, dropped to sixth place this year when awards decreased by \$385 million. Major defense contracts were for the Air Warning & Control System (AWACS), Minuteman missile, B-52 Stratofortress, B-1, Airborne Command Post, and the Advanced Medium STOL Transport Prototype.

General Dynamics Corp., in sixth place last year, received the seventh largest volume of awards with \$1.1 billion or 2.6% of the total in fiscal year 1976. However, this was a \$216 million decrease from last year's awards. During this year, contracts included the Trident missile system, nuclear submarines, R&D for the Strategic Cruise Missile, and guided missile launching devices.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1976

RANK	PARENT COMPANY	RANK	PARENT COMPANY
84.	A T O, INC	11.	HUGHES AIRCRAFT CO
66.	AEROSPACE CORP (N)	30.	INTERNATIONAL BUSINESS MACHINES CO
90.	ALGERNON BLAIR INC	29.	INTERNATIONAL TELEPHONE + TEL CORP
34.	AMERADA HESS CORP	55.	JOHNS HOPKINS UNIVERSITY (N)
46.	AMERICAN MOTORS CORP	52.	KAIser INDUSTRIES CORP
17.	AMERICAN TELEPHONE + TELEGRAPH CO	69.	KIDDE WALTER + CO INC
79.	ATLANTIC RICHFIELD CO	23.	L T V CORP
65.	AUTOMATION INDUSTRIES, INC	86.	LEAR SIEGLER INC
56.	AVCO CORP	9.	LITTON INDUSTRIES, INC
76.	BEECH AIRCRAFT CORP	2.	LOCKHEED AIRCRAFT CORP
48.	BENDIX CORP	108.	LORAL CORP
71.	BETHLEHEM STEEL CORP	32.	MARTIN MARIETTA CORP
82.	BLAKE CONSTRUCTION CO INC	60.	MASSACHUSETTS INSTITUTE TECHNOLOGY (II)
6.	BOEING CO	1.	MCDONNELL DOUGLAS CORP
74.	BRISCOE FRANK CO INC	93.	MITRE (THE) CORP (N)
88.	BURROUGHS CORP	35.	MOBIL CORP
62.	CHAMBERLAIN MFG CORP	42.	MORRISON-KNUDSEN CO, INC
77.	CHARLES STARK DRAPER LABS INC (N)	63.	MOTOROLA INC
16.	CHRYSLER CORP	59.	NORTH AMERICAN PHILIPS CORP
95.	CITY INVESTING CO	3.	NORTHROP CORP
85.	COASTAL STATES GAS CORP	44.	PACIFIC RESOURCES INC
98.	COMPUTER SCIENCES CORP	53.	PAN AMERICAN WORLD AIRWAYS INC
31.	CONGOLEUM CORP	89.	PROCTOR + GAMBLE CO
47.	CONTROL DATA CORP	22.	R C A CORP
73.	CUTLER-HAMMER, INC	12.	RAYTHEON CO
78.	DAY + ZIMMERMAN INC	45.	REYNOLDS (RJ) INDUSTRIES, INC
83.	DUPONT E I DE NEMOURS + CO	18.	ROCKWELL INTERNATIONAL CORP
51.	E SYSTEMS, INC	67.	SANDERS ASSOCIATES INC
70.	EASTMAN KODAK CO	68.	SANTA FE ENGINEERS INC
75.	EMERSON ELECTRIC CO	99.	SATURN AIRWAYS INC
33.	EXXON CORP	58.	SIGNAL COMPANIES INC (THE)
18.	F M C CORP	38.	SINGER CO
36.	FAIRCHILD INDUSTRIES, INC	14.	SPERRY RAND CORP
27.	FORD MOTOR CO	28.	STANDARD OIL CO OF CALIF
7.	GENERAL DYNAMICS CORP	54.	STANDARD OIL OF INDIANA
4.	GENERAL ELECTRIC CO	87.	SUN CO INC
92.	GENERAL FOODS CORP	81.	SVERDRUP + PARCEL + ASSOCS INC
21.	GENERAL MOTORS CORP	26.	T R W INC
39.	GENERAL TELEPHONE + ELECTRNCIS CORP	25.	TELEDYNE INC
50.	GENERAL TIRE + RUBBER CO	13.	TENNECO INC
49.	GOODYEAR TIRE + RUBBER CO	94.	TESORO PETROLEUM CORP
91.	GOULD, INC	43.	TEXACO INC
8.	GRUMMAN CORP	41.	TEXAS INSTRUMENTS INC
48.	GUAN OIL + REFINING CO INC	20.	TEXTRON INC
80.	GULF OIL CORP	57.	THIOKOL CORP
64.	HARRIS CORP	72.	TITAN GROUP INC
37.	MARSCO CORP	24.	TODD SHIPYARDS CORP
61.	MERCULES, INC	5.	UNITED TECHNOLOGIES CORP
97.	HEWLETT PACKARD CO	96.	WEBB DEL E CORP
19.	MONEYWELL INC	15.	WESTINGHOUSE ELECTRIC CORP

(N) EDUCATIONAL OR OTHER NONPROFIT INSTITUTION.

100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1976
(1 JULY 1975 - 30 JUNE 1976)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	TOTAL ^{a/}	241,976,122 222222222222	100.00	100.00
	^{b/} TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES	28,940,561 2222222222	69.95	69.95
1.	MCDONNELL DOUGLAS CORP	2,464,563	5.87	5.87
2.	LOCKHEED AIRCRAFT CORP LOCKHEED ELECTRONICS CO, INC LOCKHEED MISSILES + SPACE CO INC MURDOCK MACHINE + ENGR CO OF TEXAS	590,552 33,819 805,172 302 ----- 1,509,845	3.60	3.67
3.	NORTHROP CORP NORTHROP WORLDWIDE ACFT SVCS INC PAGE COMMUNICATIONS ENGINEERS INC	1,441,612 38,460 110 ----- 1,480,182	3.53	13.00
4.	GENERAL ELECTRIC CO GENERAL ELECTRIC TECH SVC CO INC INTERMAGNETICS GENERAL CORP MANAGEMENT + TECHNICAL SERVICES CO	1,345,321 262 141 1,201 ----- 1,346,925	3.21	16.21
5.	UNITED TECHNOLOGIES CORP ESSEX INTERNATIONAL, INC OTIS ELEVATOR CO PRATT + WHITNEY AIRCRAFT OF NVA TERMINAL COMMUNICATIONS, INC	1,229,620 187 367 2,862 99 ----- 1,233,115	2.94	19.15
6.	BOEING CO BOEING COMPUTER SERVICES INC BOEING INTL CCRP BOEING SERVICES INTERNATIONAL INC BOEING VERTOL CO	1,020,629 3,493 7,202 20,065 124,763 ----- 1,176,346	2.80	21.95
7.	GENERAL DYNAMICS CORP DATAGRAPHIX GMBH STROMBERG CARLSON CORP STROMBERG DATAGRAPHIX, INC	1,064,545 20 3,085 5,328 ----- 1,072,978	2.56	24.51
8.	GRUMMAN CORP GRUMMAN AEROSPACE CORP GRUMMAN DATA SYSTEMS CORP	39,826 941,746 454 ----- 982,026	2.34	26.85

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
9.	LITTON INDUSTRIES, INC LITTON BIOMETRICS INC LITTON BUSINESS SYSTEMS, INC LITTON EDUCATIONAL PUB CO, INC LITTON INDUSTRIAL PRODUCTS INC LITTON PRECISION PRODS INTL INC LITTON SYSTEMS INC MONROE BUSINESS EQUIPMENT CO INC MONROE CALCULATING CO MONROE INTERNATIONAL INC	16,614 215 243 24 90 222 960,658 32 68 39		
	TOTAL	978,225	2.33	29.18
10.	ROCKWELL INTERNATIONAL CORP ADMIRAL CORP	965,941 13		
	TOTAL	965,954	2.30	31.48
11.	HUGHES AIRCRAFT CO HUGHES RESEARCH LABS. SANTA BARBARA RESEARCH CENTER SUMMA CORP	860,770 864 12,728 36,535		
	TOTAL	910,897	2.17	33.65
12.	RAYTHEON CO IOWA MFG CO OF CEDAR RAPIDS IOWA LORAC SERVICE CORP MACHLETT LABORATORIES INC RAYTHEON EDUCATIONAL SYSTEMS CO RAYTHEON EUROPE ELECTRONICS CO RAYTHEON GULF SYSTEMS CO RAYTHEON SERVICE CO UNITED ENGINEERS + CONSTRUCTORS	766,021 65 39 1,041 5,420 316 966 9,580 995		
	TOTAL	784,443	1.87	35.52
13.	TENNECO INC CASE (JI) CO CASE POWER + EQUIPMENT LTD DROTT MFG CORP GAS EQUIPMENT ENGRS, INC NEWPORT NEWS SHIPBLD + DRY DOCK CO TENNECO CHEMICALS, INC	11,440 218 10 355 755,562 169		
	TOTAL	767,754	1.83	37.35
14.	SPERRY RAND CORP SPERRY ELECTRO COMPONENTS SPERRY FLIGHT SYSTEMS SPERRY MARINE SYSTEMS	505,204 23 284 24		
	TOTAL	585,535	1.20	38.55
15.	WESTINGHOUSE ELECTRIC CORP THERMO KING CORP URBAN SYSTEMS DEV CORP WEDCO CORP WESTINGHOUSE ELECTRIC SUPPLY CO WESTINGHOUSE LEARNING CORP	480,864 61 1,618 11 519 151		
	TOTAL	482,484	1.15	39.70
16.	CHRYSLER CORP CHRYSLER OUTBOARD CORP CHRYSLER SIMCA	461,563 6,959 18		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
16.	CHRYSLER CORP			
	TOTAL	468,540	1.12	40.82
17.	AMERICAN TELEPHONE + TELEGRAPH CO	252,622		
	AMERICAN BELL INTERNATIONAL INC	23,105		
	BELL TELEPHONE CO OF PA	26		
	CHESAPEAKE + POTOMAC TEL CO OF DC	23,437		
	ILLINOIS BELL TEL CO	234		
	INDIANA BELL TEL CO, INC	135		
	MICHIGAN BELL TEL CO	274		
	MOUNTAIN BELL TELEPHONE CO	4,950		
	NEW ENGLAND TEL + TEL CO	1,621		
	NEW JERSEY BELL TELEPHONE CO	413		
	NEW YORK TELEPHONE CO	612		
	NORTHWESTERN BELL TELEPHONE CO	654		
	OHIO BELL TELEPHONE CO	889		
	PACIFIC NORTHWEST BELL TELEPHONE	328		
	PACIFIC TELEPHONE + TELEGRAPH CO	2,988		
	SOUTH CENTRAL BELL TEL CO	1,870		
	SOUTHERN BELL TELEPHONE + TELEGRPH	2,773		
	SOUTHWESTERN BELL TELEPHONE	4,012		
	TELETYPE CORP	5,481		
	WESTERN ELECTRIC CO INC	121,058		
	TOTAL	447,082	1.06	41.88
18.	F M C CORP	417,773	1.00	42.88
19.	HONEYWELL INC	339,706		
	HONEYWELL INFORMATION SYSTEMS, INC	45,957		
	HONEYWELL MEDICAL SYSTEMS	11		
	TOTAL	385,674	0.92	43.80
20.	TEXTRON INC	348,933		
	BELL HELICOPTER INTL INC	22,805		
	TOTAL	371,738	0.89	44.69
21.	GENERAL MOTORS CORP	345,179	0.82	45.51
22.	R C A CORP	301,080		
	BANQUET FOODS CORP	89		
	CORONET INDUSTRIES, INC	13		
	HERTZ CORP	15		
	MADISON FURNITURE INDUSTRIES	173		
	R C A ALASKA COMMUNICATIONS INC	8,139		
	R C A GLOBAL COMMUNICATIONS, INC	20,659		
	RANDOM HOUSE, INC	29		
	SHELBY WILLIAMS INDUSTRIES, INC	205		
	TOTAL	330,402	0.79	46.39
23.	L T V CORP	825		
	JONES + LAUGHLIN STEEL CORP	379		
	KENTRON HAWAII LTD	22,703		
	VOUGHT CORP	277,647		
	WILSON + CO INC	14,284		
	TOTAL	315,838	0.75	47.05

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
24.	TODD SHIPYARDS CORP DESIGNERS + PLANNERS, INC	313,105 875 ----- TOTAL	0.75	47.83
25.	TELEDYNE INC ELECTRO DEVELOPMENT CO MICRONETICS INC ORDNANCE SPECIALTIES INC TELEDYNE BATTERY PRODUCTS TELEDYNE BROWN ENGINEERING TELEDYNE C A E TELEDYNE CAMERA SYSTEMS TELEDYNE CONTROLS TELEDYNE CRYSTALONICS TELEDYNE ELECTRONICS TELEDYNE FIRTH STERLING INC TELEDYNE GEOTECH TELEDYNE HASTINGS RADAR TELEDYNE HYDRA POWER TELEDYNE INDUSTRIES, INC TELEDYNE ISOTOPES TELEDYNE KINETICS TELEDYNE M E C TELEDYNE MCCORMICK SELPH TELEDYNE MICROWAVE TELEDYNE MID AMERICA CORP TELEDYNE NECSMO TELEDYNE PINES TELEDYNE REPUBLIC MFG TELEDYNE SPRAGUE ENGINEERING TELEDYNE TAC TELEDYNE TELEMETRY CO TELEDYNE THERMATICS TELEDYNE WISCONSIN MOTOR	27,729 10 12 256 3,707 9,673 27,943 514 563 26 6,502 2,154 99 1,899 874 203,320 1,289 102 5,815 66 10 79 2,502 13 285 632 11 28 54 117 ----- TOTAL	0.71	48.51
26.	T R W INC AERTECH INDUSTRIES DE LEW CATHER + CO RAMSEY CORP T R W COLORADO ELECTRONICS, INC	288,669 306 101 33 2,421 ----- TOTAL	0.69	49.20
27.	FORD MOTOR CO AERONUTRONIC FORD CORP	5,581 279,836 ----- TOTAL	0.68	49.88
28.	STANDARD OIL CO OF CALIF CALTEX ASIA LTD <u>C/</u> CALTEX ENGINEERING CO <u>C/</u> CALTEX NEW ZEALAND, INC <u>C/</u> CALTEX OIL PRODUCTS CO <u>C/</u> CALTEX OIL THAILAND LTD <u>C/</u> CALTEX OVERSEAS LTD <u>C/</u> CALTEX PHILIPPINES INC <u>C/</u> CHEVRON ASPHALT CO CHEVRON CHEMICAL CO CHEVRON INTERNATIONAL OIL CO, INC CHEVRON OIL CO	127,012 142 639 31 104,641 27 439 41 560 127 522 46,756 ----- TOTAL	0.67	51.55

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
29.	INTERNATIONAL TELEPHONE + TEL CORP FEDERAL ELECTRIC CORP I T T AEROSPACE CONTROLS I T T ARTIC SERVICES, INC I T T BARTON I T T CONTINENTAL BAKING CO I T T ELECTRO PHYSICS LABORATORIES I T T GENERAL CONTROLS, INC I T T GILFILLAN INC I T T GRINNELL CORP I T T GWALTNEY INC I T T HAMMEL DAHL CONCFLOW I T T HARPER, INC I T T JENNINGS I T T SEMICONDUCTORS, INC I T T SHERATON CORP OF AMERICA I T T TECHNICAL SERVICES INC I T T TELECOMMUNICATIONS I T T THOMPSON INDUSTRIES, INC I T T WORLD COMMUNICATIONS, INC J C C PUMP CO INC	85,415 40,129 10 71,669 1,863 3,353 883 230 38,223 29 2,806 36 726 124 21 767 288 42 239 12,240 886		
	TOTAL	259,979	0.62	51.17
30.	INTERNATIONAL BUSINESS MACHINES CO I B M DEUTSCHLAND GMBH SCIENCE RESEARCH ASSOCIATES INC	255,722 147 22		
	TOTAL	255,891	0.61	51.79
31.	CONGOLEUM CORP BATH IRON WORKS CORP	250,301		
	TOTAL	250,301	0.60	52.38
32.	MARTIN MARIETTA CORP MARTIN MARIETTA ALUMINUM INC	246,878 1,788		
	TOTAL	248,666	0.59	52.97
33.	EXXON CORP ESSO A G ESSO ITALIANA S P A ESSO PETROL CO LTD ESSO STANDARD OIL CO S A ESSO STANDARD THAILAND LTD EXXON RESEARCH + ENGINEERING CO	203,005 31,348 7,977 28 2,557 50 139		
	TOTAL	244,804	0.58	53.55
34.	AMERADA HESS CORP HESS OIL VIRGIN ISLANDS CORP	21,428 222,171		
	TOTAL	243,599	0.58	54.13
35.	MOBIL CORP CONTAINER CORP OF AMERICA MOBIL OIL CORP MOBIL OIL TURK AS	1,114 239,518 75		
	TOTAL	240,707	0.57	54.70
36.	FAIRCHILD INDUSTRIES, INC AMERICAN SATELLITE CORP	225,906 917		
	TOTAL	226,823	0.54	55.24

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
37.	HARSCO CORP	198,844	0.67	55.71
38.	SINGER CO H R B SINGER, INC M + M COMPUTER INDUSTRIES INC SINGER COMPUTER GMBH SOCIETY FOR VISUAL EDUCATION, INC	186,364 4,709 270 46 13 ----- 191,402	0.46	56.17
39.	GENERAL TELEPHONE + ELECTRNCIS CORP G T E AUTOMATIC ELECTRIC INC G T E INFORMATION SYSTEMS, INC G T E LABORATORIES, INC G T E LENKURT, INC G T E SYLVANIA INC GENERAL TELEPHONE CO OF FLORIDA GENERAL TELEPHONE CO OF SOUTHEAST GENERAL TELEPHONE CO OF SOUTHWEST HAWAIIAN TELEPHONE CO WESTERN GOLD + PLATINUM CO	39 715 5,148 225 234 171,922 317 608 347 10,149 59 ----- 189,763	0.45	56.62
40.	BENDIX CORP BENDIX AUTOLITE CORP BENDIX FIELD ENGINEERING CORP BENDIX NATIONAL ENVIR INSTR INC FRAM CORP	152,079 1,555 8,031 12 91 ----- 161,768	0.39	57.01
41.	TEXAS INSTRUMENTS INC	156,773	0.37	57.38
42.	MORRISON-KNUDSEN CO, INC FERGUSON (H K) CO NATIONAL STEEL + SHIPBUILDING CO d/	57,549 1,312 95,892 ----- 154,753	0.37	57.75
43.	TEXACO INC CALTEX ASIA LTD c/ CALTEX ENGINEERING CO c/ CALTEX NEW ZEALAND, INC c/ CALTEX OIL PRODUCTS CO c/ CALTEX OIL THAILAND LTD c/ CALTEX OVERSEAS LTD c/ CALTEX PHILIPPINES INC c/ DEUTSCHE TEXACO VERKAUF GMBH JEFFERSON CHEMICAL CO INC TEXACO EXPORT INC TEXACO GREEK PETROLEUM CO S A TEXACO LTD (UK)	763 141 638 31 104,641 26 439 41 3,523 2,475 32,751 34 332 ----- 145,895	0.35	58.10
44.	PACIFIC RESOURCES INC GASCO INC HAWAIIAN INDEPENDENT REFINERY INC	476 139,493 ----- 139,969	0.33	58.43

RANK	COMPANIES	TWENTYSIX THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
45.	REYNOLDS (RJ) INDUSTRIES, INC RJR FOODS, INC SEA-LAND SERVICE, INC	39,886 2,249 91,637 -----		
	TOTAL	133,972	0.32	59.75
46.	AMERICAN MOTORS CORP A M GENERAL CORP MERCURY PLASTICS CO	122,330 117 -----		
	TOTAL	122,455	0.29	59.04
47.	CONTROL DATA CORP SERVICE BUREAU CORP THE	121,640 50 -----		
	TOTAL	121,690	0.29	59.33
48.	GUAM OIL + REFINING CO INC	120,057	0.29	59.62
49.	GOODYEAR TIRE + RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	30,807 83,190 5,437 -----		
	TOTAL	119,434	0.28	59.90
50.	GENERAL TIRE + RUBBER CO AEROJET GENERAL CORP CHEMICAL CONSTRUCTION CORP FRONTIER AIRLINES INC	147 116,125 144 23 -----		
	TOTAL	116,439	0.28	60.18
51.	E SYSTEMS, INC AIR ASIA CO LTD SERV AIR INC	113,918 563 696 -----		
	TOTAL	115,375	0.27	60.45
52.	KAISER INDUSTRIES CORP KAISER AEROSPACE + ELECTRONICS COR KAISER STEEL CORP MYERS DRUM CO NATIONAL STEEL + SHIPBUILDING CO d/	3,178 7,472 2,161 29 95,893 -----		
	TOTAL	108,733	0.26	60.71
53.	PAN AMERICAN WORLD AIRWAYS INC	107,486	0.26	60.97
54.	STANDARD OIL OF INDIANA AMOCO OIL CO AMOCO UNITED KINGDOM	106,990 349 -----		
	TOTAL	107,339	0.26	61.23
55.	JOHNS HOPKINS UNIVERSITY (N)	106,322	0.25	61.48
56.	AVCO CORP AVCO EVERETT RESEARCH LABORATORY	93,314 12,501 -----		
	TOTAL	105,815	0.25	61.73

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
57.	THIOKOL CORP	105,709	0.25	61.98
58.	SIGNAL COMPANIES INC (THE) AIRESEARCH AVIATION CO AIRESEARCH MFG CO OF ARIZONA AIRESEARCH MFG CO OF CALIFORNIA DUNHAM BUSH INC GARRETT CORP MACK TRUCKS INC PETROLEUM HEAT + POWER CO. INC SOUTHLAND OIL CORP	33 209 128 381 96,592 599 146 5,416		
	TOTAL	103,424	0.25	62.23
59.	NORTH AMERICAN PHILIPS CORP AMPEREX ELECTRONIC CORP ANCHOR BRUSH CO INC MAGNAVOX CO NATIONAL COMPONENTS INDUSTRIES INC NORTH AMERICAN PHILIPS CONTROLS CO NORTH AMERICAN PHILIPS LTG CORP OHMITE MFG CO PHILIPS AUDIO VIDEO SYSTEMS CORP PHILIPS BUSINESS SYSTEMS INC PHILIPS ELECTRONIC INSTRUMENTS INC PHILIPS MEDICAL SYSTEMS INC PHILIPS ROXANE LABORATORIES INC SMITH HERMAN M INC	702 1,913 85 96,109 39 663 153 10 2,873 12 33 312 143 73		
	TOTAL	103,120	0.25	62.48
60.	MASSACHUSETTS INSTITUTE TECHNOLOGY	101,850	0.24	62.72
61.	MERCULES, INC MASKON, INC HAVEG INDUSTRIES INC	93,371 49 179		
	TOTAL	93,599	0.22	62.94
62.	CHAMBERLAIN MFG CORP	93,594	0.22	63.16
63.	MOTOROLA INC MOTOROLA OVERSEAS CORP	89,105 125		
	TOTAL	89,230	0.21	63.37
64.	HARRIS CORP HARRIS COMPUTER SYSTEMS INC HARRIS DATA COMMUNICATIONS INC HARRIS SEMICONDUCTOR INC	88,060 12 38 167		
	TOTAL	88,277	0.21	63.58
65.	AUTOMATION INDUSTRIES, INC AERO MECHANISM INC G + H TECHNOLOGY, INC	87,840 64 117		
	TOTAL	88,021	0.21	63.79

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
66.	AEROSPACE CORP (IN)	86,748	0.21	64.00
67.	SANDERS ASSOCIATES INC	86,550	0.21	64.21
68.	SANTA FE ENGINEERS INC	86,467	0.21	64.42
69.	KIDDE WALTER + CO INC AMERICAN DESK MFG CO COLUMBIAN BRONZE CORP CRAIG SYSTEMS CORP CRANE MCIST ENGR CORP DE LAUREAL ENGINEERS INC DURA CORP FENWAL INTERNATIONAL CORP FIREMASTER INC GIPE ALBERT G + ASSOCIATES INC GROVE MFG CO THE UBER GREENVILLE CORP THEURER INC UNITED STATES LINES INC	6,340 42 38 3,625 11 56 77 584 13 21 165 2,147 11 69,248 ----- 82,376	0.20	64.62
70.	EASTMAN KODAK CO EASTMAN KODAK STORES INC	81,030 76 ----- 81,106	0.19	64.81
71.	TOTAL			
71.	BETHLEHEM STEEL CORP	79,149	0.19	65.00
72.	TITAN GROUP INC SOVERIGN CONSTRUCTION CO LTD OF NJ STEWART MECHANICAL ENTERPRISES INC T G I CCNSTRUCTION CORP TITAN ATLANTIC CONSTRUCTION CO TITAN CENTRAL STATES CONST CORP TITAN MIDWEST CONSTRUCTION CORP TITAN MOUNTAIN STATES CONST CORP TITAN PACIFIC CONSTRUCTION CO TITAN SOUTHEAST CONSTRUCTION CORP	76 2,341 5,818 14,995 12,038 7,364 357 26,543 3,474 ----- 73,010	0.17	65.17
73.	CUTLER-HAMMER, INC CCNTROL SWITCH, INC	70,809 64 ----- 70,873	0.17	65.34
74.	TOTAL			
74.	BRISCOE FRANK CO INC	70,442	0.17	65.51
75.	EMERSON ELECTRIC CO RCSEMCUNT INC	67,775 2,152 ----- 69,930	0.17	65.68
	TOTAL			

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
76.	BEECH AIRCRAFT CORP DENVER BEECHCRAFT, INC	68,275 14 -----		
	TOTAL	68,289	0.16	65.84
77.	CHARLES STARK DRAPER LABS INC	67,661	0.16	66.00
78.	DAY + ZIMMERMAN INC	67,163	0.16	66.16
79.	ATLANTIC RICHFIELD CO WRIGHT OIL CO INC	66,814 91 -----		
	TOTAL	66,105	0.16	66.32
80.	GULF OIL CORP CARIBBEAN GULF OIL CO GULF OIL CHEMICALS CO GULF OIL TERMINAL CO GULF OIL TRADING CO GULF PETROLEUM SA PANAMA KCREA OIL CORP PITTSBURG MIDWAY COAL MINING CO	43,491 1,490 105 35 522 32 18,828 208 ----- TOTAL	0.15	66.47
81.	SVERDRUP + PARCEL + ASSOCS INC ARO INC	502 62,774 -----		
	TOTAL	63,276	0.15	66.62
82.	BLAKE CONSTRUCTION CO INC	62,253	0.15	66.77
83.	DUPONT E I DE NEMOURS + CO ENDO LABORATORIES, INC REMINGTON ARMS CO, INC	4,222 139 57,374 -----		
	TOTAL	61,735	0.15	66.92
84.	A T C, INC INTERSTATE ELECTRONICS CORP	5,407 55,282 ----- TOTAL	0.14	67.06
85.	COASTAL STATES GAS CORP COASTAL STATES MARKETING, INC GLEN PETROLEUM CORP LO-VACA GATHERING CO UNION PETROLEUM CORP	46,268 26 5,119 8,471 ----- TOTAL	0.14	67.20
86.	LEAR SIEGLER INC	58,565	0.14	67.34
87.	SUN CO INC AUDIO MAGNETICS CORP SUN SHIPBUILDING + DRY DOCK CO	52,690 13 4,625 ----- TOTAL	0.14	67.48

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
88.	BURROUGHS CORP	55,417	0.13	67.61
89.	PROCTOR + GAMBLE CO FOLGER COFFEE CO PROCTOR + GAMBLE DISTRIBUTING CO	6,543 47,784 -----		
	TOTAL	54,247	0.13	67.74
90.	ALGERNON BLAIR INC	54,219	0.13	67.87
91.	GOULD, INC CHESAPEAKE INSTRUMENT CORP	50,894 635 -----		
	TOTAL	50,729	0.12	67.99
92.	GENERAL FOODS CORP	50,474	0.12	68.11
93.	MITRE (THE) CORP (N)	48,716	0.12	68.23
94.	TESORO PETROLEUM CORP TESORO ALASKAN PETROLEUM CORP	23,881 21,438 -----		
	TOTAL	45,319	0.11	68.34
95.	CITY INVESTING CO HAYES INTERNATIONAL CORP RHEEM MFG CO WELLS MARINE, INC	41,114 977 3,873 -----		
	TOTAL	45,164	0.11	68.45
96.	WEBB DEL E CORP	44,986	0.11	68.56
97.	HEWLETT PACKARD CO DATANECK CORP	44,474 12 -----		
	TOTAL	44,486	0.11	68.67
98.	COMPUTER SCIENCES CORP ENVIRONMENTAL RESEARCH CORP	44,325 12 -----		
	TOTAL	44,337	0.11	69.78
99.	SATURN AIRWAYS INC	42,584	0.10	68.88
100.	LORAL CORP CONIC CORP	36,481 5,883 -----		
	TOTAL	42,284	0.10	69.98

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FOOTNOTES:

- a/ The data include debit and credit procurement actions of \$10,000 or more, world wide, under military supply, service and construction contracts.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1976 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.
- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.
- d/ Stock ownership is equally divided between Morrison-Knudsen Co., Inc. and Kaiser Industries Corp.